

OPENING

small business opportunities



federal government contracting

U.S. Small Business Administration **SBA**

DOORS

How to Become a Federal Contractor

- The **FIRST** step is to register your firm in the **Central Contractor Registration (CCR)** database.
- CCR is an online business portal that helps small businesses market their goods and services to the federal government and prime contractors.
- Registration is **FREE** and voluntary. Any small business interested in doing business with the government **MUST** register in the CCR database.

www.sba.gov

Central Contractor Registration (CCR)

- The CCR database also houses the SBA's Dynamic Small Business Search function, an **interactive database** that permits small firms registered in CCR to post their profiles

AND

capabilities for prospective buyers such as federal procurement officers or purchasing agents of prime contractors.

www.sba.gov

Central Contractor Registration (CCR) Website

www.ccr.gov

Start
Here!



Over 319,000 Small Businesses Are Registered Nationwide!

www.sba.gov

How SBA Can Help, Anytime, Any day

- By logging on to www.sba.gov/training, you can access the Business Opportunities: A Guide to Winning Federal Contracts course.
- This **FREE** instructional, self-paced guide is **EASY** to follow.
- The course is comprehensive and uses both script and audio to provide information about the \$400 billion federal market, contract rules, and most importantly, where to find contract opportunities and how to sell to the government.

www.sba.gov

Business Opportunities: A Guide to Winning Federal Contracts Course

- On the SBA's training site, www.sba.gov/training, click on the menu of free online courses, and then select the first course listed under Government Contracting.

The screenshot shows the SBA training website interface. On the left, a vertical sidebar contains a 'LOCAL RESOURCES' section with a dropdown menu labeled 'SBA Programs'. Below this, a list of links is shown, including 'Financial Assistance', 'Contract Opportunities', 'Disaster Assistance', 'Online Training', 'Free Online Courses', 'New Courses', 'Most Popular Courses', 'About SBTN', 'Online Universities & Colleges', and 'Counseling & Assistance'. A green arrow labeled 'Menu' points to the 'Free Online Courses' link. The main content area is divided into two columns: 'MARKETING & ADVERTISING' and 'GOVERNMENT CONTRACTING'. Each column has a heading 'About these Courses' followed by a list of links. In the 'GOVERNMENT CONTRACTING' column, the first link is 'Business Opportunities: A Guide to Winning Federal Contracts', which is highlighted by a green arrow labeled 'Course'.

MARKETING & ADVERTISING	GOVERNMENT CONTRACTING
<p><u>About these Courses</u></p> <ol style="list-style-type: none"> 1. Building Your Brand 2. Marketing for Small Business 3. E-Mail Marketing 4. Marketing 101: The Fundamentals* PA SBDC - Kutztown University 5. Conduct a Marketing Analysis * PA SBDC - Kutztown University 	<p><u>About these Courses</u></p> <ol style="list-style-type: none"> 1. Business Opportunities: A Guide to Winning Federal Contracts 2. INSIGHT: Guide to the 8(a) Business Development Program 3. Government Contracting Workshop Maine SBDC

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Business Opportunities: A Guide to Winning Federal Contracts Course



Introduction

[Resources](#)
[Course Outline](#)

- Self-paced training program.
- Overview of federal contract procedures and describes how to sell to the government.
- Subject matter indexed for quick reference and easy access by topic.
- Receive a printed Certificate of Completion from the SBA.

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SBA Procurement Program: 8(a)

- The 8(a) program helps **socially and economically disadvantaged firms** gain access to government contracting opportunities.
- The 8(a) program's business development assistance includes:
 - specialized** business training and counseling
 - marketing** assistance
 - and **high-level** executive development provided by the SBA and its resource partners.

www.sba.gov

SBA Procurement Program: HUBZone

- The HUBZone program provides contracting assistance to small businesses located in **economically distressed communities**, referred to as historically underutilized business zones or HUBZones including **Indian reservations**.
- The program's benefits for HUBZone-certified companies include:
 - competitive** and **sole** source contracting and subcontracting opportunities
 - a **10 percent price evaluation preference** from government agencies that purchase goods and services from HUBZone firms

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Service-Disabled Veteran-Owned Small Businesses

- SBA offers **specialized assistance** to help Service Disabled Veterans secure government contracts.
- SBA has established a **collaborative relationship** between its Procurement Specialists and the Procurement Center Representatives. These two groups will work together to **target agencies** with low service-disabled veteran-owned small business participation in order to encourage them to restrict more acquisitions and help negotiate with agency program offices and contracting offices to award contracts to the Service-Disabled Veterans community.

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Women-Owned Small Businesses

- SBA also offers **specialized assistance** to help women-owned small businesses.
- There has been recent press coverage on how the SBA can **better** assist women-owned small businesses compete for government contracts. As a result, the SBA has issued several statements via news releases and an op-ed from Administrator Steve Preston establishing an agenda that should **unite all parties** and avoid constitutional hurdles to **increase** the number of capable women-owned small businesses competing for federal contracts.
- The SBA has also taken the lead to **improve contracting opportunities to women and other groups** by having Agency field staff focused on contracting to businesses owned by **targeted groups and instituting a government-wide scorecard** of federal agencies to rate their small business contracting efforts.

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Statutory Procurement Goals

The [Statutory Procurement Goals](#) are as follows:

- 23 percent of prime contracts for **Small Businesses**
 - 5 percent of prime and subcontracts for **Small Disadvantaged Businesses**
 - 5 percent of prime and subcontracts for **Women-Owned Small Businesses**
 - 3 percent of prime and subcontracts for **HUBZone Businesses**
 - 3 percent of prime and subcontracts for **Service-Disabled Veteran-Owned Small Businesses.**

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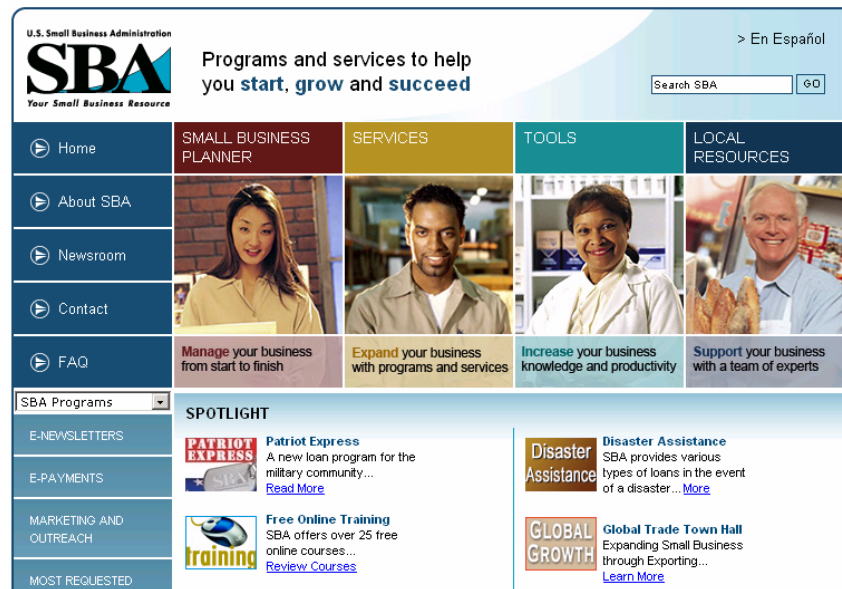
How does the SBA Keep Track of all the Procurement Goals?

- The SBA has **implemented** a Small Business **Procurement Scorecard**. This Scorecard will both measure and grade all federal agencies on their small business contracting performance to the **groups such as those previously mentioned**.
- It will allow each agency to tell the full story of its small business achievement—not only by **tracking and monitoring** the status of each agency's small business goal achievement—but by **measuring the progress** it is making towards that achievement.

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Procurement Opportunities

For information on procurement opportunities in your area, please contact your local SBA office by visiting our website at www.sba.gov



Find Your Local
SBA Office
Here!



www.sba.gov